

<u>Part Number</u>	<u>Description</u>	<u>Final Price</u>	<u>Qty</u>	<u>Total</u>
<u>Services (Partial E-Rate Eligible)</u>				
WSTRTUP-PX-33	Start-Up Service 5X8 for (1) External Battery Frame for Symmetra PX 80 kW		1	
WASSEMUPS5X8-PX-31	Scheduled 5X8 Assembly Service for Symmetra PX 80KW UPS, first XR Frame		1	
WASSEMEXBAT5X8-PX-33	Scheduled 5X8 Assembly Service for (1) External Battery Frame for Symmetra		1	
WASSEM5X8-5R-PX-20	5X8 Scheduled Assembly Service for 1-5 Racks		1	
WSITECOORD	Site Coordination Service		1	
WNCT075201	Orientation & Training		1	
WNCT075213	Organized Manual Set		1	
WNCT075214	Organized Manual Set Customized Content		1	
WNCT075211	Orientation & Training Base Service		1	
WNCT075212	Base Training Item		1	
WNCT075220	Orientation & Training - Power		1	

UPS Sub-Total (US Dollar) : \$100,342.22

<u>Starline Overhead Electrical Bus System (E-Rate Ineligible)</u>				
B100NG-4PG-10-300	Busway Section, 10 ft.		4	\$14,048.22
BHC-2	Housing Coupler		4	
CS-1	Closure Strip		40	
EC-1	End Cap		4	
BRH-1	3/8 Rod Hangers		8	
EF100NG-4-300	End Power Feed, 4 Pole		4	
B225IT	Installation Tool		1	
CB100NGE12-L630-4	Circuit Braeker Unit W/Iso. Gnd. Recept. - L630		32	

Starline Sub-Total (US Dollar) : \$14,048.22

Equipment/Services Total (US Dollar) : \$114,390.44

Insight Networking
Proposal No. 201001174-rfp, Version 1

Certificate No: 570033963581
Holder Identifier:



Appendix C: References

Insight Networking respects and honors the wishes of our clients who act as references. Therefore, we respectfully request that you contact your account representative prior to contacting any client references so our representatives may properly maintain client relationships, and notify our clients from whom to expect contact. We appreciate your cooperation in this regard.

Customer	Laredo ISD
Line of Business	Network Infrastructure
Contact	Roy Lanier
Address	2001 Cedar Street Laredo, TX 78040
Phone	956.795.3284
E-mail Address	rlanier@laredoisd.org
Description	Installation and/or upgrade of several LAN/WAN projects including Cisco hardware, APC UPSs, cabling, security, wireless, IP Telephony (2,000+ handsets, Call Managers, Unity), Tandberg videoconferencing, Managed Services, and maintenance/onsite technical support.
Revenue and Timeframe	\$23,000,000 - E-Rate vendor for Years 5, 6, 7, 8, 9, 10, 11, 12

Customer	La Joya ISD
Line of Business	Network Infrastructure
Contact	Ruben Trevino
Address	215 E-East Expressway 83 La Joya, TX 78560
Phone	956.580.5421
E-mail Address	R.Trevino2@lajoyaisd.net
Description	Installation and/or upgrade of several LAN/WAN projects including Cisco hardware, APC UPSs, cabling, security, wireless, IP Telephony, Polycom and Tandberg videoconferencing, servers, and maintenance/onsite technical support.
Revenue and Timeframe	\$12,000,000 - E-Rate vendor for Years 4, 5, 6, 7, 8, 9, 10, 11, 12



Customer	Leander ISD
Contact	Scott Monroe
Address	1621 University Avenue Leander, TX 78646
Phone	512.434.5262
E-mail Address	Linda.williams@lenaderisd.org
Description	Access, design, implement and manage district-wide project with Project Management, Cisco VoIP, Cisco Routing, Cisco Switching, Cisco VSS WAN clustering, Cisco Security and cabling. Last summer Insight Networking upgraded WAN from optical to 10gig connections with VSS. Currently upgrading all internal LANs to 10gig to closets with more than 96 ports.
Revenue and Timeframe	\$10,600,000.00 – 1999 to present

Customer	Eanes ISD
Contact	Chris Whoel
Address	601 Camp Craft Road Austin, TX 78746
Phone	512.732.9090
E-mail Address	cwhoel@eanes.k12.tx.us
Description	Networked the entire district with Project Management, Avaya cabling indoor-out, Cisco IP Telephony, Cisco IDS, Cisco Pix, Cisco Routers, Cisco Switches, Cabling, Racks, American Backup Units, Insight Networking Managed Services and training. Currently contracted to upgrade entire Cisco infrastructure to the latest Call Manager, Switching, Routing, UPS and Insight Networking Managed Services for VoIP.
Revenue and Timeframe	\$6,600,000.00 – 2002 to present

Customer	San Felipe Del Rio Consolidated ISD
Contact	George Linan
Address	205 Memorial Drive Del Rio, TX 78840
E-mail Address	george.linan@sfd-risd.org
Phone	830.778.4046
Description	Designed, procured and deployed connections for 23 locations with: Avaya Fiber, Cisco IP Telephony, Cisco IDS, Cisco Pix, Cisco Routers, Cisco Switches, Dell Servers, Cabling, Racks, American Backup Units, Polycom View stations, and training. We are entering into our 3rd annual contract for Help Desk support for desktops and Dispatched Services for the entire network.
Revenue and Timeframe	\$8,500,000.00 – 2001 to present



Customer	United ISD
Line of Business	Network Infrastructure
Contact	Hector Perez
Address	201 Lindenwood Drive Laredo, TX 78044
Phone	956.473.6395
E-mail Address	hperez@uisd.net
Description	Installation and/or upgrade of several LAN/WAN projects including Cisco hardware, cabling, wireless, IP Telephony (3,000+ handsets, 15 Call Managers, and Unity), VBrick, and maintenance/onsite technical support.
Revenue and Timeframe	\$6,000,000 - E-Rate vendor for Years 3, 6, 7, 8, 9, 11
Customer	Giddings ISD
Contact	Mike Kuhrt
Address	2249 N. Mail Giddings, TX 78840
Phone	979.542.2854
E-mail Address	mkuhrt@giddings.txed.net
Description	District Wide Voice Over IP, Insight Networking Managed Services, Panduit Cat6 cabling, Security, American Backup Units, Network Hardware and Training. Currently proposing a Connected Real state Building – Smart Building for New High School
Revenue and Timeframe	\$3,200,000.00 – 2006 to present
Client	Mission ISD
Line of Business	Network Infrastructure
Contact	Robert Sanchez
Address	1103 Pamela Mission, TX 78572-4399
Phone	956.323.5300
E-mail Address	sanchez@mcisd.org
Description	Installation and/or upgrade of several LAN/WAN projects including Cisco hardware, APC UPSs, cabling, wireless, VBrick, and maintenance/onsite technical support.
Revenue and Timeframe	\$10,000,000 - E-Rate vendor for Years 2, 3, 4, 5, 6, 7, 9, 10, 11, 12



Client	Region One Education Service Center
Line of Business	Network Infrastructure
Contact	Adrian Garcia
Address	1900 W. Schunior Edinburg, TX 78541
Phone	956.984.6095
E-mail Address	adgarcia@esconett.org
Description	Installation and/or upgrade of several LAN/WAN projects including Cisco hardware, IPT upgrade, disaster recovery, Tandberg videoconferencing, and SMARTnet.
Revenue and Timeframe	\$8,000,000 - E-Rate vendor for Years 3, 4, 5, 6, 9, 10, 11, 12
Customer	Calallen ISD
Line of Business	Network Infrastructure, IP Telephony, Wireless, NAC, IP Video Surveillance, Managed Services
Contact	Bryan Brown
Address	4205 Wildcat Drive Corpus Christi, TX 78410
Phone	361.242.5961
E-mail Address	bbrown@calallen.k12.tx.us
Description	Completely renovated Calallen ISD's network infrastructure to include: Dual 10-Gig fiber links between campuses and MDF / IDF closets (Gig to the desktop). IP Telephony at all campuses / all offices / all classrooms (IPCelerate included). Wireless Controllers and Lightweight Access Points throughout the district (indoor & outdoor mesh). Network Admission Control, MARS, CiscoWorks, Wireless Control System. Cisco/Pelco IP Video Surveillance throughout the district. Calence Managed Service contract (2 year voice and switching management)
Revenue and Timeframe	\$3,300,000.00

Customer	Edinburg CISD
Line of Business	Day 2 Support
Contact	Eduardo Moreno
Address	411 N. 8th Ave. Edinburg, TX 78539
Phone	956.316.7421
E-mail Address	Edu.moreno@ecisd.us
Description	Deployed a district-wide Wireless IP Network consisting of over 800 Wireless APs. Ongoing services, providing network upgrades and maintenance, are in progress, including E-Rate 10 and E-Rate 11 projects estimated to total over \$20 Million.
Revenue and Timeframe	\$15,000,000 – E-Rate vendor for Years 10 and 11
Client	IDEA Public Schools
Line of Business	Network Infrastructure
Contact	Wendy Lopez
Address	505 Angelita Dr., Ste 9 Weslaco, TX 78596
Phone	956.377.8015
E-mail Address	wlopez@ideapublicschools.org
Description	Installation and/or upgrade of several LAN/WAN projects including Cisco hardware, APC and Eaton UPSs, cabling, security, wireless, IP Telephony, Tandberg videoconferencing, Exchange, and maintenance/onsite technical support.
Revenue and Timeframe	\$1,000,000 - E-Rate vendor for Years 5, 6, 9, 10, 11, 12
Client	San Diego ISD
Line of Business	Network Infrastructure
Contact	Rosalinda Flores
Address	609 Labbe Ave. San Diego, TX 78384
Phone	361.279.3383
E-mail Address	rflores@sdisd.esc2.net
Description	Installation and/or upgrade of several LAN/WAN projects including Cisco hardware, APC UPSs, cabling, security, wireless, IP Telephony, Tandberg videoconferencing, servers, and maintenance/onsite technical support.
Revenue and Timeframe	\$800,000 - E-Rate vendor for Years 7, 8, 9, 10, 11, 12



Customer	Los Fresnos ISD
Line of Business	Cabling and IP Network
Contact	Billy Simpson, IT Director
Address	600 N. Mesquite Los Fresnos, TX 78566
Phone	956.233.6980
E-mail Address	bsimpson@lfcisd.net
Description	Installed a district-wide Unified Communications implementation for all campuses as part of E-Rate rounds 5, 8, 9 and 10. This includes a turnkey switched 10/100/1000 Ethernet network with a 10 gig backbone. Additionally, an Avaya Gigaspeed Data and Avaya Multimode Fiber Optic structured cabling solution was installed at all district locations.
Revenue	\$12,000,000.00
Customer	Point Isabel ISD
Line of Business	Network Infrastructure
Contact	Larry Walk
Address	202 Port Road Port Isabel, TX 78550
Phone	956.943.0092
E-mail Address	lwalk@pi-isd.net
Description	Network Upgrade, Infrastructure Cabling, Cisco Unified Communications Implementation, VBrick and Tandberg Video.
Revenue	\$3,000,000.00
Customer	McAllen ISD
Line of Business	IP Telephony
Contact	Pat Karr
Address	2000 N. 23rd St. McAllen, TX 78501
Phone	956.632.3238
E-mail Address	pkarr@mcallenisd.net
Description	Network Implementation including Infrastructure Cabling, Cisco Unified Communications VBrick Video Distribution, and IPCelerate/Digital Acoustics IP Paging at 6 new campuses.
Revenue	\$3,000,000

**Customer** **Austin Community College**

Contact	Charles Lavender
Address	9101 Tuscany Way Austin, TX 78754
Phone	512.223.1198
E-mail Address	lavender@austincc.edu
Description	Provided a campus wide leased project that included a phased in Cisco Unified Communications System. The roll-out included all sites, 2500 phones, IPCC, Enhanced E911, MeetingPlace Web and Video, Management System Admin Training and End-User Training.
Revenue and Timeframe	\$2,800,000.00 – 2006 to present

Customer **Austin Energy**

Contact	Victor Carr
Address	301 West Ave Austin, TX 78753
Phone	512.322.6837
E-mail Address	Victor.Carr@austinenergy.com
Description	Calence is providing project management, 2000 IP Phones, ASA, Monitoring Software, E911, Gateways and IPCC. Next projects are Cisco Meeting Place, Enhanced IPCC, Nice Recording and upgrade CM from 5.1 to 6.1.
Revenue and Timeframe	\$24,000,000.00 – 1999 to present



Appendix D: Cisco Gold Partner Certification

As a Cisco Gold Partner, Insight Networking is a leading provider and partner in the implementation of Cisco's networking technologies. Insight Networking has been recognized as one of Cisco's leading U.S. network integrators, serving the LAN/WAN services needs for the commercial enterprise and government/education markets.

Insight Networking continues to achieve client satisfaction scores exceeding 4.6 (on a scale of 1 to 5) in the implementation of Cisco Advanced Technology solutions from surveys conducted by Cisco. Insight Networking has been recognized as a Cisco National Security Partner of the Year. Additionally, Insight Networking has earned numerous Cisco certifications for various specialized applications.

A Cisco Pedigree

As Cisco's 9th largest direct value-added reseller, Insight Networking boasts over 300 Cisco-certified engineers, including eighteen (16) CCIEs. Cisco is our largest partner since we focus on just the network, and as such, we are a qualified Cisco Gold Certified Partner for delivering the highest level of support, achieving high marks in measurable client satisfaction and gaining elite status by attaining Cisco specializations in the following technologies: Advanced Unified Communications, Advanced Security, Advanced Wireless LAN and Advanced Routing & Switching. To earn Cisco Specializations, Insight Networking must meet individual career certification requirements, client satisfaction targets and pre and post sales support capabilities.

Insight Networking has recently earned the prestigious Master Unified Communications and Master Security Specialization from Cisco. This Master Specialization recognizes an elite group of channel partners who have the most in-depth technology skills built on a track record of client success in selling, deploying and supporting sophisticated Cisco security solutions.

Due to our knowledge and skills in emerging technologies, Cisco has invited Insight Networking to participate in several Authorized Technology Partner (ATP) certifications. The Cisco ATP designation enhances a partner's value and provides Insight Networking the opportunity to enter new markets and develop the skills to deliver these solutions with high client satisfaction. Insight Networking currently holds the following Cisco ATP designations: Rich Media Communications, Customer Voice Portal, Unified Contact Center Enterprise, Outdoor Wireless Mesh, TelePresence and MDS Fabric Switching.

At a national level, Insight Networking works at all levels within the Cisco organization, and is served by a Cisco dedicated account team:

- National Channel Account Manager: Jim Grennan
- National Channel Systems Engineer: Jack Nichols
- National Channel Services Manager: Peter Richards
- Customer Service Manager: Rachanee Spori

This account team gives us a great advantage to our client because we do not have to go into a "client service pool." Our quote-to-order system is tied directly into Cisco's configuration and ordering systems. This automation eliminates the manual entry of quotes or orders. This significantly reduces order processing time and creates direct electronic ordering right from our client's PO. Also, it automatically provides electronic receipt confirmations, status, tracking and billing data.

In addition, Insight Networking is a strategic national partner for helping Cisco stay abreast of reseller business issues. Insight Networking Network Solutions Director, Jay O'Callaghan, worked with Cisco to help pilot its Partner Enablement Program, which is designed to enhance partner capabilities in the Cisco emerging technologies space. On the technical front, Insight Networking Network Solutions Director, Jay O'Callaghan, ensures Insight Networking is at the forefront of new Cisco technologies.

At a local level, the Insight Networking Sales and Professional Services teams work hand in glove with the local Cisco channels organization to review, plan, design, implement and operate Cisco-powered solutions for commercial, government and education clients. Additionally, Insight Networking attends local Cisco training events and co-sponsors informational technology seminars for IT professionals.



Cisco Technical Assistance Center (TAC)

As a Cisco service partner, Insight Networking can resell Cisco's SMARTnet support program and escalate technical problems to Cisco on behalf of Insight Networking SMARTnet clients. A SMARTnet contract entitles a client or partner to use of the Cisco TAC (Technical Assistance Center) to report a problem. The Cisco TAC provides around-the-clock, seven days a week support to clients and partners worldwide. No matter when or where clients find problems with hardware they have under a SMARTnet contract, they can call the Cisco TAC, staffed with Cisco Customer Support Engineers (CSEs), to help solve their problems.

The TAC works closely with clients to replicate and isolate problems. In critical network-down problems, TAC CSEs work with clients around the clock until their problems are resolved. In other instances, CSEs may replicate client environments in the TAC laboratory or, when appropriate, travel to client sites to isolate problems.

The Cisco TAC is staffed by more than 900 client support engineers with over 5000 combined years of experience with the Cisco product line and all aspects of communications networking technology. Support is available in more than 144 languages. For SMARTnet Onsite clients, Cisco provides field engineers onsite to install Advance Replacement hardware parts. Over 11,000 field engineers are located throughout 110 countries to supply these services. Response times are based on the delivery option selected.

Appendix E: McAllen Office Certification Summary

Full-time personnel – 18 (does not include Laredo or Corpus personnel)

Note: Some engineers hold multiple certifications.

CCIE – Cisco Certified Internetworking Expert	2
CCDP – Cisco Certified Design Professional	2
Cisco IP Telephony Operations Specialist	1
CCNA – Cisco Certified Network Associate	5
CCNP – Cisco Certified Network Professional	3
CQS – CIPTOS – Cisco IP Telephony Operations Specialist	1
CQS – CIPTSS – Cisco IP Telephony Support Specialist	1
CQS – IDSS – Cisco IDS Specialist	1
CCSP – Cisco Certified Security Professional	1
CCVP – Cisco Certified Voice Professional	2
A+ Certified Professional	1
Network Plus Certified Professional	1
Microsoft Certified Professional	1
Certified Associate in Project Management	1
INFOSEC from Committee on National Security Systems	1
RCDD – Registered Communications Distribution Designer / Network Transport Specialist	2
PMP – Project Management Professional	1

